

Chapter 6 “The On Demand Business Value Proposition” Homework

1. What are the best practices that companies show signs of when implementing On Demand Business?

- Outsource non-core business components (production, distribution, human resources, finance, and IT)
- Implement a transparent demand/supply chain
- Share risk and reward with suppliers, subcontractors, and partner
- Understand and mitigate emerging risks of operating in an ecosystem
- Pursue risk and reward arrangements with vendors

2. How are On Demand Business Technologies improving the client experience?

- On Demand Business Technologies enable employees who interact with the clients to have an integrated view of the client's wants, needs, and behaviors across transactions and channels.
- You will be able to respond to client's needs in real time

3. How are organizations that employ On Demand Business first to profitable markets?

- Allowing the integration of design activities with the R&D activities of internal and external clients
- Enabling rapid identification of a market opportunity
- Providing enhanced decision making ability
- Virtualizing the design infrastructure to minimize capital costs
- Allowing efficient use of resources across a distributed design team

4. Why are infrastructure providers finding big business in contingency planning services?

- Geopolitical instability threatens operational performance of globally integrated firms.
- Natural disasters continue to create economic turmoil.
- Computer viruses and other virtual dangers threaten client and employee security and privacy.

5. What factors enable agile business decision making?

- Addressing ease of access
- Breadth of relevant results
- “Usability of results”